## VIRGINIA REAL ESTATE BOARD EDUCATION COMMITTEE MEETING REPORT

## March 21, 2007

The Real Estate Board Education Committee met on Wednesday, March 21, 2007 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Committee Members present: Judith Childress

Byrl Taylor Scott Gaeser

R. Schaefer Oglesby

Staff Members present: Tammie H. Jones, Education Administrator

The meeting was called to order at 3:07 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

- A. 2 new proprietary school applications were approved;
  - Montague Miller Real Estate Academy, Charlottesville, VA Contact Person: Barbara McMurry
  - APVA Preservation Virginia, Richmond, Va Contact Person: Terry Graham

1 school application was not approved.

- Retherford Training Institute, Barbourville, KY Contact Person: Tom Retherford
- B. 121 continuing education course applications were reviewed, of these courses:
  - 3 previously approved courses offered by approved schools were approved.
    - 1. 56331 Unconventional Transactions A Primer, 2 hours of real estate contracts, Northern Virginia Association of Realtors

- 2. 56337 Navigating New Regional Sales Contract
  2006 A Primer, 2 hours of real estate
  contracts, Northern Virginia Association
  of Realtors
- 3. 56388 Limited Service Agency, 2 hrs, New River Valley School of Real Estate

108 original applications for courses offered by approved schools were approved.

1.	56228	Commercial Sales, 4 hrs real estate
_		related, Henderson Professional Seminars
2.	56230	Commercial Office Leasing I, 4 hrs real
		estate related, Henderson Professional
		Seminars
3.	56232	Commercial Real Estate Finance 2, 4 hrs
		real estate related, Henderson
		Professional Seminars
4.	56234	Commercial Land Listing and Leasing I, 4
7.	30234	hrs real estate related, Henderson
		Professional Seminars
_		
5.	56236	Commercial Structures, 4 hrs real estate
		related, Henderson Professional Seminars
6.	56238	Contract Writing; Handling Customer
		Deposits; Agency, 3 hrs real estate
		contracts, Henderson Prof. Seminars
7.	56240	Commercial Real Estate Finance I, 4 hrs
		real estate related, Henderson
		Professional Seminars
8.	56242	Property Owners', Condo, Landlord Tenant
		Laws and Board Regulations, 3 hrs legal
		updates, Henderson Professional Seminars
Q.	56244	Commercial Real Estate Listing, Leasing
<i>J</i> .	30244	and Trends, 3 hrs legal updates, Henderson
		Professional Seminars
10	56246	
10.	30240	Fair Housing, 3 hrs fair housing,
	5.60.40	Educational Services, Inc.
11.	56248	Fair Housing (CRP), 3 hrs fair housing,
		Educational Services, Inc.
12.	56250	Eminent Domain, 3 hrs real estate related,
		Lorman Business Ctr.
13.	56251	Virginia Renewal Pkg 1 (CRP), 4 hrs fair
		housing, 4 hrs agency, 4 hrs contracts, 4
		hrs real estate related, Career Webschool
14.	56252	Virginia Renewal Pkg 2 (CRP), 2 hrs fair
		housing, 2 hrs ethics, 2 hrs legal
		_ · · · · · · · · · · · · · · · · · · ·

		estate related
	5 605 4	
15.	56254	Putting Technology to Work for Your
		Clients, 8 hrs real estate related,
		Council of Residential Specialists
16.	56257	Avoid Surprises - Tackling Due Diligence
		in Real Estate Deals, 1 hr real estate
		related, Lorman Business
17.	56258	Appraising for the Secondary Market (CRP),
		4 hours real estate related, McKissock
18.	56259	Disclosures & Disclaimers (CRP), 4 hours
		real estate related, McKissock
19.	56260	Environmental Pollution: Mold & Air
		Quality (CRP), 2 hours real estate
		related, McKissock
20.	56261	Appraisal Trends(CRP), 4 hours real estate
		related, McKissock
21.	56262	Appraising the Oddball (CRP), 4 hours real
	00202	estate related, McKissock
22	56263	The Cost Approach (CRP), 4 hours real
22.	30203	estate related, McKissock
23	56264	2-4 Family Finesse(CRP), 4 hours real
23.	30204	estate related, McKissock
24	56265	The Art of Appraisal Review(CRP), 4 hours
24.	30203	real estate related, McKissock
25	E C	·
25.	56266	Relocation Appraisal is Different (CRP), 4
0.0	F CO C7	hours real estate related, McKissock
∠6.	56267	Appraising Historic Homes(CRP), 4 hours
0.7	5.60.60	real estate related, McKissock
27.	56268	Highlights of Real Estate Property Law
		(CRP), 7 hours real estate related,
	5.00.00	McKissock
28.	56269	Appraising FHA Today(CRP), 4 hours real
		estate related, McKissock
29.	56270	Real Estate Contract and Other Documents,
		2 hours real estate contracts, University
		Institute of Real Estate
30.	56272	Virginia Real Estate Agency, 3 hours real
		estate agency, University Institute of
		Real Estate
31.	56274	Residential Contract of Purchase, 3 hours
		real estate contracts, University
		Institute of Real Estate
32.	56276	Real Estate Law and Legal Updates, 3 hours
		legal updates, University Institute of
		Real Estate

updates, 2 hrs contracts, 4 hrs real

33.	56278	Environmental Issues in Real Estate, 3 hours real estate related, University Institute of Real Estate
34.	56280	Fair Housing, 3 hours fair housing, University Institute of Real Estate
35.	56282	Virginia's Agency Law, 3 hours real estate agency, GSH Training Co.
36.	56284	Sales Manager Advisory Committee Contract Revisions Semi, 3 hours real estate contracts, Real Estate Information Network, INC.
37.	56286	Limited Service Agency, 2 hours limited service agency, Career WebSchool
38.	56287	Unveiling the World of Finance, 3 hours real estate related subjects, Prince William Association of Realtors
39.	56289	Real Estate Legal Hot Topics, 2 hours real estate related subjects, Coldwell Banker Residential Brokerage School of Real Estate
40.	56291	R&W Backwards and Forwards Know Your Contracts, 3 hours real estate contract, Alpha College of Real Estate
41.	56293	Creating and Understanding a Comparative Market Analysis, 4 hours real estate related subjects, Real Estate III School of Real Estate
42.	56295	Managing Residential Property: Avoiding Tenant Disputes and Evictions, 7 hours legal updates, NBI, Inc.
43.	56300	VA Agency Law, 3 hrs agency, Williamsburg Real Estate School
44.	56302	Home Staging, 2 hrs real estate related, Williamsburg Real Estate School
45.	56304	8 Important Trends Shaping the Real Estate Business, 3 hours real estate related, Williamsburg Real Estate School
46.	56306	The U.S Economy & Emerging Trends in Real Estate, 3 hours real estate related, Williamsburg Real Estate School
47.	56308	Managing Clients in Mlxchange, 2 hours real estate related, Real Estate Information Network, Inc.
48.	56310	"It's not my Fault" Your Job Description from Contract to Closing, 3 hours real estate contracts, Class Act Real Estate Education Center

49.	56314	Exotic Loans-The Good, Bad, and Ugly, 3 hours real estate related, Northern
50.	56315	Virginia Association of realtors Limited Service Representation, 2 hours, University Institute of Real Estate
51.	56317	Ethics for Real Estate, 3 hours of ethics and standards of conduct, University of Institute of Real Estate
52.	56333	IRC 1031 Tax Deferred Exchanges, 2 hours of real estate contracts, NVAR
53.	56335	Congratulations - You got the Listing! 2 hours of real estate contracts, NVAR
54.	56339	Agency Demystified, 3 hours of real estate agency, NVAR
55.	56341	Ernest Money Deposits, 1 hrs of real estate agency, NVAR
56.	56343	Appraisal & Financing Contingencies, 1 hr of real estate related subjects, NVAR
57.	56345	Historic Tax Credits - Pitfalls and Possibilities, 2 hours of real estate related subjects, Central Virginia School of Real Estate
58.	56347	Working with Sellers, 3 hours of real estate related subjects, Long & Foster, Inc.
59.	56349	Settlement/The Complete Transaction 1001, 2 hours of real estate related subjects, Long & Foster, Inc.
60.	56351	Contract Presentation & Negotiations 901, 3 hours of real estate related subjects, Long & Foster, Inc.
61.	56353	Addenda and Notice 602, 3 hours real estate related, Long & Foster, Inc.
62.	56355	Buyer and Listing Forms 603, 3 hours of real estate related subjects, Long & Foster Real Estate, Inc.
63.	56357	CRS 206: Technologies to Advance Your Business, 8 hours of real estate related subjects, Richmond Association of Realtors
64.	56362	Getting Home: A Roadmap to Creating More Opportunities, 2 hours of real estate related subjects, Richmond Association of Realtors
65.	56364	Getting Home: A roadmap to Creating More Opportunities, 4 hours of real estate related subjects, Richmond Association of Realtors

66.	56366	Risk Management - Tech Talk on Polybutylene Pipes, EIFs, 1 hr real estate related subjects, Richmond Assoc. of Realtors
67.	56368	Risk Reduction 201: New Construction Inspections, Why, 1 hr real estate related subjects, Richmond Assoc. of Realtors
68.	56370	Limited Service Agency, 2 hrs, Richmond Assoc. of Realtors
69.	56372	CIE Review & Listing Input Workshop, 2 hrs real estate related subjects, Richmond Assoc of Realtors
70.	56374	How to Attract More Buyers & Create More Sales, 3 hrs real estate related subjects, Richmond Assoc. of Realtors
71.	56376	Fundamentals of Commercial Real Estate, 6 hrs real estate related subjects, Long & Foster
72.	56377	Business Planning 202, 3 hrs real estate related subjects, Long & Foster
73.	56379	Limited Service Agency, 2 hrs, Moseley Flint
74.	56381	Limited Service Agency (CRP), 2 hrs, Moseley Flint
75.	56383	Real Estate Medley (Revised), (CRP), 2 hrs fair housing, 3 hrs ethics, 1 hr legal updates, 1 hr agency, 1 hr contracts and 8 hrs real estate related subjects, Moseley Flint
76.	56384	Virginia Continuing Education Mandatory Topics, (CRP), 2 hrs fair housing, 3 hrs ethics, 1 hr legal updates, 1 hr agency and 1 hr contracts, Moseley Flint
77.	56385	Foreclosure Opportunities for Buyer- Clients, 8 hrs real estate related subjects, Moseley Flint
78.	56387	Internet Skills for the Real Estate Professional, 4 hrs real estate related subjects, Moseley Flint
79.	56388	Dealing with Limited Service Brokers, 2 hrs Limited Service Agency, New River Valley School of Real Estate
80.	56390	Rental Certification, 5 hrs real estate related subjects, Long & Foster

81.	56392	Search for the Dumbfounded (MLX), 1 hr real estate related subjects, Real Estate Information Network
82.	56394	CMA for the Dumbfounded (MLX), 1 hr real estate related subjects, Real Estate Information Network, RGS Title
83.	56396	The Code of Ethics for Real Estate Professionals, 3 hrs ethics, RGS Title
84.	56398	How to Help Client Avoid Foreclosure, 3 hrs real estate related, RGS Title
	56400	The New Limited Service Agency in Virginia, 2 hrs limited service agency, RGS Title
86.	56402	Ethics for Real Estate Professionals, 1 hr ethics, MBH Settlement
87.	56403	Agency Law Demystified, 3 hrs agency, MBH Settlement
88.	56405	2007 New Agency Law in Virginia, 2 hrs real estate agency, MBH Settlement
89.	56406	Advanced 1031 Real Estate Exchanges, 7 hrs legal updates, NBI, Inc.
90.	56407	Avoiding Roadkill - Top 10 Stupid Things that Really Smart Realtors do to Mess Up Their Lives, 3 hrs real estate related,
91.	56409	Virginia Association of Realtors (VAR) Make it Your Firm's Mission: Promote Loss Prevention Awareness, 3 hrs real estate related, VAR
92.	56411	New Agent Services Legislation, 2 hrs limited service agency, VAR
93.	56413	Property Disclosure: The Real Estate Professional's Guide to Reducing Risk, 1 hr real estate related. VAR
94.	56415	Understanding the Limited Service Broker, 2 hrs limited service agency, VAR
95.	56417	Handling New Construction, 2 hrs real estate contracts, VAR
96.	56419	Handling New Construction, 3 hrs real estate contracts, VAR
97.	56421	Understanding the Senior Real Estate Market, 2 hrs real estate related, VAR
98.	56425	R&W Real Estate Law, 3 hrs legal updates, Alpha College
99.	56427	1 Hour List to Sell, 1 hr real estate related, Alpha College
100.	56429	2 Hour Title 101, 2hrs real estate related, Alpha College

101. 5643	. , –
	related, Alpha College
102. 5643	Foreclosures & Pre-Foreclosure Sales, 3
	hrs contracts, Prince Wm Assoc of Realtors
103. 5643	<b>2</b> ,
	related, MBH Settlement Group
104. 5643	7 Limited Service Agency, 2 hrs, ACT Web
	Services
105. 5643	B Limited Service Agency (CRP), 2 hrs, ACT
	Web Services
106. 5643	9 Title Insurance, 3 hrs real estate
	related, Coldwell Banker
107. 5644	Contract Writing: Revisions to the CVRMLS
	Purchase Agreement, 2 hrs contracts,
	Richmond Assoc of Realtors
108. 5644	Radon in Real Estate - The Basics, 2 hrs
	real estate related, Richmond Assoc. of
	Realtors

7 original applications for courses offered by schools with pending applications were approved.

1.	56319	Buyer Interview, 3 hours real estate, related, Montague Miller Real Estate
2.	56321	Academy Virginia Agency Law, 3 hours real estate agency, Montague Miller Real Estate
3.	56325	Academy Contract: Elements of Writing Effective Contracts, 3 real estate contracts,
4.	56327	Montague Miller Real Estate Academy The Real Estate Sales Process, 2 hours real estate related, Montague Miller Real Estate Academy
5.	56329	Listing- the Key to Survival, 4 hours of real estate related subjects, Montague Miller Real Estate Academy
6.	56360	Time Management for the Real Estate Professional, 2 hours of real estate related subjects, Montague Miller Real
7.	56423	Estate Academy What It Means to be in a Historic District, 1 hr legal updates, 1 hr contracts, 1 hr real estate related, APVA Preservation Virginia

1 original application for a course offered by a school with a pending application was approved pending submission of additional information.

 56323 Introduction to Business Planning and Goal Setting, 4 hours of real estate related, Montague Miller Real Estate Academy

2 original applications for courses offered by a school with a pending application were approved pending approval of the school.

- 56296 Consumer Friendly Communication, 3 hrs real estate related, Retherford Training
   56298 Obtaining Sellable Listings, 4 hrs real estate related, Retherford Training Institute
- C. 100 original applications for Post License Education courses offered by approved schools were reviewed, of these courses:

3 previously approved courses offered by approved schools were approved.

- 56332 Other real Estate Related (Unconventional Transactions A Primer), 2 hrs of residential real estate elective topics, NVAR
   56338 Other Real Estate Related (Navigating New
- 2. 56338 Other Real Estate Related (Navigating New Regional Sales Contract 2006 A Primer), 2 hrs of real estate elective topics, NVAR
- 3. 56389 Limited Service Agency, 2 hrs residential real estate mandatory topics, New River Valley School of Real Estate

12 previously approved courses offered by approved schools were not approved.

1.	56445	Ethics and Standards of Conduct/Current
		Industry Issues and Trends, 3 hrs
		residential real estate mandatory topics,
		ACT Web Services
2.	56446	Real Estate Law, 3 hrs residential real
		estate mandatory topics, ACT Web Services
3.	56447	Fair Housing, 3 hrs residential real
		estate mandatory topics, ACT Web Services
4.	56448	Agency Law, 3 hrs residential real
		estate mandatory topics, ACT Web Services

5.	56449	Offer to Purchase, 3 hrs residential real
_	56450	estate mandatory topics, ACT Web Services
6.	56450	Land Use Issues, 1 hr residential real estate elective topics, ACT Web Services
7.	56451	Property Valuation/Listing Process, 3 hrs residential real estate elective topics, ACT Web Services
8.	56452	Business Planning, 2 hrs residential real estate elective topics, ACT Web Services
9.	56453	Technology, 3 hrs residential real estate elective topics, ACT Web Services
10.	56454	Selling Process, 3 hrs residential real estate elective topics, ACT Web Services
11.	56455	Finance, 3 hrs residential real estate elective topics, ACT Web Services
12.	56456	Finance, 2 hrs commercial real estate elective topics. ACT Web Services

80 original applications for courses offered by approved schools were approved.

1.	56229	Sales (Commercial Sales), 4 hrs commercial real estate elective topics, Henderson
		Professional Seminars
2.	56231	Leasing (Commercial Office Leasing I), 4 hrs commercial real estate elective topics, Henderson Professional Seminars
3.	56233	Finance (Commercial Real Estate Finance 2), 4 hrs commercial real estate elective topics, Henderson Professional Seminars
4.	56235	Land (Commercial Land Listing and Leasing I), 4 hrs commercial real estate elective topics, Henderson Professional Seminars
5.	56237	Other Real Estate Related (Commercial Structures), 4 hrs commercial real estate elective topics, Henderson Professional Seminars
6.	56239	Contract Writing; Handling Customer Deposits; Agency, 3 hrs commercial real estate mandatory topics, Henderson Prof. Seminars
7.	56241	Finance (Commercial Real Estate Finance I), 4 hrs commercial real estate elective topics, Henderson Professional Seminars
8.	56243	Property Owners' and Condo. Assoc. Law, Landlord Tenant Law and Board Regulations,

9.	56245	3 hrs commercial real estate mandatory topics, Henderson Professional Seminars Listing Property; Leasing Property; Current Industry Issues and Trends (Commercial Real Estate Listing, Leasing and Trends), 3 hrs commercial real estate mandatory topics, Henderson Professional
10.	56247	Seminars Fair Housing, 3 hrs residential real estate mandatory topics, Educational Services, Inc.
11.	56249	Fair Housing (CRP), 3 hrs residential real estate mandatory topics, Educational
12.	56263	Services, Inc. Finance (Getting Home: A Roadmap to Creating More Opportunities), 2 hrs residential real estate elective topics, Richmond Association of Realtors
13.	56271	Other Real Estate Related (Real Estate Contracts and Other Documents), 2 hours residential real estate elective topics,
14.	56273	University Institute of Real Estate Agency Law (Virginia Real Estate Agency), 3 hrs residential real estate mandatory topics, University Institute of Real Estate
15.	56275	Offer to Purchase (Residential Contract of Purchase), 3 hrs residential real estate mandatory topics, University Institute of Real Estate
16.	56277	Real Estate Law, 3 hrs residential real estate mandatory topics, University Institute of Real Estate
17.	56279	Other Real Estate Related (Environmental Issues in Real Estate), 3 hrs residential real estate elective topics, University Institute of Real Estate
18.	56281	Fair Housing, 3 hrs residential real estate mandatory topics, University Institute of Real Estate
19.	56283	Agency Law (Virginia Agency Law), 3 hrs real estate mandatory topics, GSH Training Co.
20.	56285	Real Estate Law (Sales Manager Advisory Committee Contract Revisions SE), 3 hrs real estate mandatory topics, Real Estate Information Network, INC.

21.	56288	Finance (Unveiling the World of Finance), 3 hours of real estate elective topics, PWAR
22.	56290	Other Real Estate Related (Real Estate Legal Hot Topics), 2 hrs real estate elective topics, Coldwell Banker Residential Brokerage School of Real Estate
23.	56292	Offer to Purchase (R&W Backwards & Forwards Know Your Contracts), 3 hours real estate mandatory topics, Alpha College of Real Estate
24.	56294	Other Real Estate Related (Creating and Understanding a Comparative Market Analysis), 4 hrs real estate elective topics, Real Estate III School of Real Estate
25.	56301	Agency Law (VA Agency Law) 3 hours residential real estate mandatory topics, Williamsburg Real Estate School
26.	56303	Other Real Estate Related (Home Staging), 2 hrs residential real estate elective topics, Williamsburg Real Estate School
27.	56305	Other Real Estate Related (8 Important Trends Shaping the Real Estate Business), 3 hrs real estate elective topics, Williamsburg Real Estate School
28.	56307	Other Real Estate Related (The U.S Economy & Emerging Trends in Real Estate), 3 hrs real estate elective topics, Williamsburg Real Estate School
29.	56309	Technology (Managing Clients in Mlxchange), 2 hrs residential real estate elective topics, Real Estate Information Network, Inc.
.30.	56313	Selling Process ("It's Not my Fault" Your Responsibility from Contract to Closing), 3 hrs residential real estate elective topics, Class Act Real Estate Education Center
31.	56316	Other Real Estate Related(Limited Service Representation), 2 hrs residential real estate elective topics, University
32.	56318	Institute of Real Estate Ethics and Standards(Ethics & Industry Issues & Trends), 3 hrs residential real

		estate mandatory topics, University Institute of Real Estate
33.	56334	Other Real Estate Related (IRC Tax Deferred Exchanges), 2 hrs of residential real estate elective topics, NVAR
34.	56336	Property Valuation/Listing Process, (Congratulations You Got the Listing!), 2 hrs of residential real estate elective
35.	56338	topics, NVAR Other Real Estate Related (Navigating New Regional Sales Contract 2006 - A Primer), 2 hrs of residential real estate topics, NVAR
36.	56340	Agency Law (Agency Demystified), 3 hrs of residential real estate mandatory topics, NVAR
37.	56342	Other Real Estate Related (Ernest Money Deposits), 1 hr of residential real estate elective topics, NVAR
38.	56344	Other Real Estate Related (Appraisal & Financing Contingencies), 1 hr of residential real estate elective topics, NVAR
39.	56346	Other Real Estate Related (Historic Tax Credits - Pitfalls and Possibilities), 2 hrs of residential real estate elective topics, Central Virginia School of Real Estate
40.	56348	Other Real Estate Related (Working with Sellers 401), 3 hrs of residential real estate elective topics, Long & Foster Real Estate, Inc.
41.	56350	Other Real Estate Related (Settlement/The Complete Transaction 1001), 2 hrs residential real estate elective topics, Long & Foster Real Estate, Inc.
42.	56352	Other Real Estate Related (Contract Presentation & Negotiations 901), 3 hrs residential real estate elective topics, Long & Foster Real Estate, Inc.
43.	56354	Other Real Estate Related (Addenda and Notice 602), 3 hrs residential real estate elective topics, Long & Foster
44.	56356	Real Estate, Inc. Other Real Estate Related (Buyer and Listing Forms 603) 3 hrs of residential

		real estate elective topics, Long & Foster Real Estate, Inc.
45.	56358	Technology (CRS 206: Technologies to
		Advance Your Business, 4 hrs residential
		real estate elective topics, Richmond
		Association of Realtors
46.	56359	Selling Process (CRS 206: Technologies to
		Advance Your Business, 4 hrs residential
		real estate elective topics, Richmond
	5 60 65	Association of Realtors
47.	56365	Finance (Getting Home: A Roadmap to
		Creating More Opportunities), 4 hrs
		residential real estate elective topics,
40	56367	Richmond Assoc. of Realtors Property Valuation/Listing Process (Risk
40.	30307	Management - Tech Talk on Polybutylene
		Pipes, EIFs), 1 hr residential real estate
		elective topics, Richmond Assoc. of
		Realtors
49.	56369	Property Valuation/Listing Process (Risk
		Reduction 201: New Construction
		Inspections, Why), 1 hr residential real
		estate elective topics, Richmond Assoc.of
		Realtors
50.	56371	Limited Service Agency, 2 hrs residential
		real estate mandatory topics, Richmond
		Assoc. of Realtors
51.	56373	Sales (CIE Review & Listing Input
		Workshop), 2 hrs commercial real estate
		elective topics, Richmond Assoc of
		Realtors
52.	56375	Finance (How to Attract More Buyers &
		Create More Sales), 3 hrs residential real
		estate elective topics, Richmond Assoc. of
E 2	56378	Realtors Other Beal Fototo Belated (Business
55.	363/6	Other Real Estate Related (Business Planning 202), 3 hrs residential real
		estate elective topics, Long & Foster
54	56380	Limited Service Agency, 2 hrs residential
54.	30300	real estate mandatory topics, Moseley
		Flint,
55.	56382	Limited Service Agency (CRP), 2 hrs
		residential real estate mandatory topics,
		Moseley Flint,
56.	56386	Other Real Estate Related (Foreclosure
		Opportunities for Buyer-Clients), 4 hrs

		residential real estate elective topics, Moseley Flint
57.	56389	Limited Service Agency (Dealing with Limited Service Brokers), 2 hrs
		residential real estate mandatory topics, New River Valley School of Real Estate
58.	56391	Other Real Estate Related (Rental
		Certification), 4 hrs residential real
		estate elective topics, Long & Foster
59.	56393	Technology (Search for the Dumbfounded
		(MLX), 1 hr residential real estate elective topics, Real Estate Information
		Network
60.	56395	Technology (CMA for the Dumbfounded
	• • • • • • • • • • • • • • • • • • • •	(MLX), 1 hr residential real estate
		elective topics, Real Estate Information
		Network
61.	56397	Ethics and Standards of Conduct/Current
		Industry Issues and Trends (The Code of
		Ethics for Real Estate Professionals), 3
		hrs residential real estate mandatory
62	56399	topics, RGS Title Other Real Estate Related (How to Help
02.	30333	Client Avoid Foreclosure), 3 hrs
		residential real estate elective topics,
		RGS Title
63.	56401	Limited Service Agency (The New Limited
		Service Agency in Virginia), 2 hrs
		residential real estate mandatory topics,
<b>C</b> 4	56404	RGS Title
64.	36404	Agency Law (Agency Law Demystified), 3 hrs residential real estate mandatory topics,
		MBH Settlement
65.	56408	Other Real Estate Related (Avoiding
	•	Roadkill - Top 10 Stupid Things that
		Really Smart Realtors do to Mess Up Their
		Lives), 3 hrs residential real estate
		elective topics, VAR
66.	56410	Other Real Estate Related (Make it Your
		Firm's Mission: Promote Loss Prevention
		Awareness), 3 hrs residential real estate elective topics, VAR
67	56412	Limited Service Agency (New Agent Services
٥,.	J J 1 1 2	Legislation), 2 hrs residential real
		estate mandatory topics, VAR
68.	56414	Other Real Estate Related (Property
		Disclosure: The Real Estate Professional's

		Guide to Reducing Risk), 1 hr residential real estate elective topics, VAR
69	56416	Limited Service Agency (Understanding the
03.	00110	Limited Service Broker), 2 hrs residential
		real estate mandatory topics, VAR
70.	56418	Selling Process (Handling New
		Construction), 2 hrs residential real
		estate elective topic, VAR
71.	56420	Selling Process (Handling New
		Construction), 3 hrs residential real
		estate elective topic, VAR
72.	56422	Other Real Estate Related (Understanding
		the Senior Real Estate Market), 2 hrs
		residential real estate elective topics,
		VAR
73.	56426	Real Estate Law (R&W Real Estate Law),
		3 hrs residential real estate mandatory
_		topics, Alpha College
74.	56430	Other Real Estate Related (2 Hour Title
		101), 2 hrs residential real estate
	5.6488	elective topics, Alpha College
75.	56432	Other Real Estate Related (1 Hour Title
		101), 1 hrs residential real estate
7.0	56424	elective topics, Alpha College
/6.	56434	Finance (Foreclosures & Pre-Foreclosure
		Sales), 3 hrs residential real estate elective topics, Prince William Assoc of
		Realtors
77	56436	Other Real Estate Related (What is
,,.	30430	Delivery), 1 hr residential real estate
		elective topics, MBH Settlement Group
78.	56440	Other Real Estate Related (Title
, , ,	00110	Insurance), 3 hrs residential real estate
		elective topics, Coldwell Banker
79.	56442	Other Real Estate Related (Contract
		Writing: Revisions to the CVRMLS Purchase
		Agreement), 2 hrs residential real estate
		elective topics, Richmond Assoc of
		Realtors
80.	56444	Other Real Estate Related (Radon in Real
		Estate - The Basics), 2 hrs residential
		real estate elective topics, Richmond
		Assoc. of Realtors

2 original applications for courses offered by approved schools were not approved.

- 1. 56311 Agency Law ("It's Not my Fault..." Your
  Responsibility from Contract to Closing),
  3 hrs residential real estate mandatory
  topics, Class Act Real Estate Education
  Center
- 2. 56312 Ethics and Standards of Conduct/Current Industry Issues and Trends ("It's Not my Fault..." Your Responsibility from Contract to Closing), 3 hrs residential real estate mandatory topics, Class Act Real Estate Education Center

7 original applications for a course offered by a school with a pending application were approved.

1.	56320	Selling Process (Buyer Interview), 3 hrs
		residential real estate elective topics, Montague Miller Real Estate Academy
2.	56322	Agency Law (VA Agency Law), 3 hrs
		residential real estate mandatory topics, Montague Miller Real Estate Academy
3.	56326	Offer to Purchase (Contracts: Elements of
		Writing Effective Contracts), 3 hrs residential real estate mandatory topics,
		Montague Miller Real Estate Academy
4.	56328	Other Real Estate related (Real Estate
		Sales Process), 2 hours of real estate elective topics, Montague Miller Real
		Estate Academy
5.	56330	Property Valuation/Listing Process
		(Listing- The Key to Survival), 4 hrs
		residential real estate elective topics, Montague Miller Real Estate Academy
6.	56361	Other Real Estate Related (Time Management
		for the Real Estate Professional, 2 hrs
		residential real estate elective topics, Montague Miller Real Estate Academy
7.	56424	Other Real Estate Related (What It Means
		to be in a Historic District), 3 hrs
		residential real estate elective topics, APVA Preservation Virginia
		111 111 110001 1401011 11191114

1 original application for a course offered by a school with a pending application was approved pending submission of additional information.

1. 56324 Business Planning (Introduction to Business Planning and Goal Setting), 4 hrs

residential real estate elective topics, Montague Miller Real Estate Academy

2 original applications for courses offered by a school with a pending application were approved pending approval of the school.

- 1. 56297 Selling Process (Consumer Friendly Communication), 3 hrs residential real estate elective topics, Retherford Training Institute
- 2. 56299 Property Valuation/Listing Process (Obtaining Sellable Listings), 3 hrs residential real estate elective topics, Retherford Training Institute
- D. 3 pre-licensing courses offered by approved schools were approved.
  - Principles of Real Estate, (60 hour salesperson),
     Richmond Technical Center
  - Principles of Real Estate, (60 hour salesperson),
     NVAR
  - Principles of Real Estate, (60 hour salesperson),
     360 Training
- E. 15 pre-licensing instructor applications were approved.
  - 1. Hannelore F. De Astra
  - John W. Simmelink
  - Shawn Harris
  - 4. Billy Owen
  - 5. Barbra Blackburn
  - 6. Glendora Spearman
  - 7. Ethel Goff
  - 8. Louis Kreh, Jr.
  - 9. Florence Daniels
  - 10. Michael Day
  - 11. Carlton Jackson
  - 12. Nancy Pav
  - 13. George Seymour
  - 14. Joseph Lee (finance)
  - 15. Woody R. Fincham (appraisal)
- F 38 continuing education instructors were approved for a previously approved course.
  - 1. George Cook, 54717 Borrow Smart, Kendall Todd, Inc.

- 2. Anna G. Wagoner, 55325/55326/55327 The Nuts and Bolts of a Like-Kind Exchange, Investors Title
- 3. **Paul Ford**, 54836/54837 and 55984/55985 Working With Buyers Bankruptcy and 55984/55985 Credit Challenged Buyers, Alpha College of Real Estate
- 4. **Jeffrey Maynard**, 55366 Resolving Real Estate Title Defects, NBI
- 5. Michael Rigsby, 55366 Resolving Real Estate Title Defects, NBI
- 6. **James Windsor**, 55366 Resolving Real Estate Title Defects, NBI
- 7. Van Thieu, 52315/52309 Computer Marketing, Long & Foster Institute of Real Estate
- 8. Cassandra Harrison, 52315/52309 Computer Marketing, Long & Foster Institute of Real Estate
- 9. Doug Wolfe, 52191/52192 Ethics and Standards of Conduct; 52203/52204 Business Planning; 52197/52198 Agency; 52201/52202 Property Valuation/Working with the Seller; 52359/52360 Land Use; 52195/52196 Real Estate Law; 52203/52205/52213 Contracts, Offer to Purchase, Selling Process, Alpha College of Real Estate
- 10. Christine C. Rimmer, 53973 The World of Realties; 53974 Selling Process, NVAR
- Darlene Bristow, 53973 The World of Realties; 53974
   Selling Process, NVAR
- 12. Mahalia Dryden-Mason, 52321/52322 Fair Housing is for Everyone, VAR
- 13. Jane Ann Lance, 55713 Accredited Staging Professional, Staged Homes.com
- 14. **Bette Vos**, 55713 Accredited Staging Professional, Staged Homes.com
- 15. Mark Reed, 55713 Accredited Staging Professional, Staged Homes.com
- 16. Arthur Grace, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer,52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer,55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges,52284 Home Inspections in Northern Virginia,56166/56167 Understanding Your

- Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 17. Catherine Gilman, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 18. Jack Altmiller, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 19. Jonathan Lyon, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 20. **Lisa Bosse**, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money

- Deposits, 55555/55556 The New Regional Sales
  Contract 2006, 55557/55558 The New Regional Sales
  Contract 2006 A Primer,52285/53289, Unconventional
  Transactions, 52544 Unconventional Transactions A
  Primer,55554 The New regional Sales Contract 2006
  (In Depth), 52543 Congratulations You Got the
  Listing!!,52283 Contracts with Escalators, 52542 IRC
  1031 Tax Deferred Exchanges,52284 Home Inspections
  in Northern Virginia,56166/56167 Understanding Your
  Upcoming Virginia Transaction, 56164/56165 Fair
  Housing Act, MBH Settlement Group, L.C.
- 21. Michele Freemyers, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 22. Michael May, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 23. Ryan H. Stuart, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006

- (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges,52284 Home Inspections in Northern Virginia,56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 24. Susan Grabill, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 25. Todd Condron, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/5558 The New Regional Sales Contract 2006 A Primer,52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer,55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges,52284 Home Inspections in Northern Virginia,56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 26. Nathan Zaleski, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your

- Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 27. Matthew Medaries, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 28. Marcus Simon, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 29. **Keith Barrett**, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer,52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer,55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges,52284 Home Inspections in Northern Virginia,56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 30. **Jim Pope**, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money

- Deposits, 55555/55556 The New Regional Sales
  Contract 2006, 55557/55558 The New Regional Sales
  Contract 2006 A Primer,52285/53289, Unconventional
  Transactions, 52544 Unconventional Transactions A
  Primer,55554 The New regional Sales Contract 2006
  (In Depth), 52543 Congratulations You Got the
  Listing!!,52283 Contracts with Escalators, 52542 IRC
  1031 Tax Deferred Exchanges,52284 Home Inspections
  in Northern Virginia,56166/56167 Understanding Your
  Upcoming Virginia Transaction, 56164/56165 Fair
  Housing Act, MBH Settlement Group, L.C.
- 31. **Jeff Nowak**, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 32. Janet E. Boyd56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 33. Grace M. Lee, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006

- (In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges,52284 Home Inspections in Northern Virginia,56166/56167 Understanding Your Upcoming Virginia Transaction,56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 34. David R. Robertson, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 35. David Field, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 36. Elizabeth Joyce, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer,52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer,55554 The New regional Sales Contract 2006(In Depth), 52543 Congratulations You Got the Listing!!,52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges,52284 Home Inspections in Northern Virginia,56166/56167 Understanding Your

- Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 37. Sara Rodriguez, 56044/56045 A Breakdown of the New Appraisal and Financing Contingencies, 55831/55832 Agency Demystified, 55839/55840 Earnest Money Deposits, 55555/55556 The New Regional Sales Contract 2006, 55557/55558 The New Regional Sales Contract 2006 A Primer, 52285/53289, Unconventional Transactions, 52544 Unconventional Transactions A Primer, 55554 The New regional Sales Contract 2006 (In Depth), 52543 Congratulations You Got the Listing!!, 52283 Contracts with Escalators, 52542 IRC 1031 Tax Deferred Exchanges, 52284 Home Inspections in Northern Virginia, 56166/56167 Understanding Your Upcoming Virginia Transaction, 56164/56165 Fair Housing Act, MBH Settlement Group, L.C.
- 38. Robert Cashman, 51876/52047/51944/51956 Building Your Business; 51942/51968 Marketing; 51945/51960 Buyer Services A; 54537/51955 Seller Services A; 51943/52032 Negotiating/Closing; 53785/52029 Real Estate Contracts/Offer to Purchase; 54460/54461 Safety for Real Estate; 54462/54463 Real Estate Agency; 52443/52444 Ethics & Standards of Conduct; 55910/55911 Fair Housing Shared Neighborhoods; Equal Opportunities, 52031/53678 Consumer Rights & Rentals; 54464/54465 From Contract to Closing, Coldwell Banker Residential Brokerage School of RE

## G Other Business

Correspondence to and from RGS Title re: course 55630 - no action taken.

Correspondence from Ann Palmateer, GSH Training, re: course 52814. A new course number will be issued for the 3-hr class.

Correspondence from Charlene McKinney, SIOR, requesting to discontinue issuing certificates of completion; request denied.

The committee discussed acceptable documentation that provides evidence of financial responsibility for individuals applying for a license as a proprietary school. There being no further business nor public comment, the meeting adjourned at 4:25 p.m.

Schaefer Oglesby, Chairman

Jay DeBper, Secretary